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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1985

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
Johnson & Wales College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

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ISSN 0196-1004

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 2 through March 1) and cumulatively (September 1 through March 1). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	82	846	$1636	$1693	$1792	$1667	$1542	165	3269	$1637	$1676	$1792	$1625	$1542
Business—General (incl. Mgmt.)	4	308	1622	1626	*	*	*	14	1081	1721	1593	*	*	*
Marketing & Distribution	2	112	1364	1539	*	*	*	6	583	1696	1533	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	3	57	1622	1544	*	*	*	4	246	1519	1388	*	*	*
Economics[2]	1	49	1667	1839	*	*	*	9	130	1672	1609	*	*	*
Other Social Sciences	1	77	1452	1475	*	*	*	5	314	1500	1381	*	*	*
ENGINEERING														
Aeronautical	3	76	2261	2228	*	*	*	4	192	2086	2204	*	*	*
Chemical	35	284	2426	2402	2500	2425	2360	47	724	2413	2374	2500	2425	2350
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	97	1961	2051	*	*	*	5	395	1818	1968	*	*	*
Electrical (incl. Computer Engrg.)	93	1094	2382	2297	2516	2375	2250	143	3416	2356	2298	2516	2391	2208
Geological	+	10	+	2118				+	28	+	2243			
Industrial	2	133	2167	2214	*	*	*	7	435	2227	2174	*	*	*
Mechanical	81	574	2293	2273	2450	2334	2080	118	1873	2234	2240	2450	2316	1866
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	2	29	2318	2330	*	*	*	9	96	2323	2278	*	*	*
Mining	+	4	+	2042				+	15	+	2085			
Nuclear (incl. Engrg. Physics)	+	9	+	2357				+	36	+	2264			
Petroleum	+	24	+	2537				+	186	+	2660			
Engineering Technology	9	62	2269	2130	*	*	*	11	289	2248	2136	*	*	*
SCIENCES														
Agricultural Sciences	+	21	+	1431				1	83	2050	1437	*	*	*
Biological Sciences	+	8	+	1311				+	40	+	1435			
Chemistry	+	22	+	1757				1	58	2000	1813	*	*	*
Computer Science	22	353	2239	2073	2416	2209	2113	72	1250	2162	2051	2383	2208	1833
Health (Medical) Professions	+	15	+	1564				6	91	1933	1819	*	*	*
Mathematics	1	45	2333	1984	*	*	*	5	99	1856	1990	*	*	*
Other Physical & Earth Sciences	+	23	+	1861				1	66	2150	1824	*	*	*
Totals	346	4332						633	14995					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	84	923	$1656	$1706	$1792	$1667	$1500	168	3416	$1649	$1681	$1800	$1625	$1500
Business Administration	7	156	1770	1620	*	*	*	16	656	1653	1569	*	*	*
Communications	1	23	2375	2051	*	*	*	2	133	2125	1439	*	*	*
Community & Service Orgs. Work	+	20	+	1316				+	61	+	1370			
EDP-Programming/Systems	28	413	2235	2079	2459	2213	2041	87	1393	2184	2066	2416	2208	1833
Engineering	215	2212	2345	2269	2500	2375	2160	323	7157	2304	2253	2500	2360	2000
Farm & Natural Resources Mgmt.	+	7	+	1490				+	37	+	1443			
Finance & Economics	2	64	1817	1677	*	*	*	9	271	1718	1628	*	*	*
Health (Medical) Services	+	17	+	1426				6	108	1933	1730	*	*	*
Manufacturing &/or Industrial Oprs.	+	73	+	2056				+	218	+	2052			
Mathematics/Statistics	1	19	2333	1949	*	*	*	3	39	1734	1959	*	*	*
Merchandising/Sales Promotion	2	112	1420	1448	*	*	*	3	530	1516	1431	*	*	*
Personnel/Employee Relations	+	41	+	1921				+	75	+	1772			
Research—Non-Scientific	1	19	2300	1960	*	*	*	2	55	1754	1887	*	*	*
Research—Scientific	2	54	2304	1921	*	*	*	4	160	2165	1944	*	*	*
Rotational Training—Non-Technical	3	44	1349	1469	*	*	*	4	128	1637	1471	*	*	*
Rotational Training—Technical	+	25	+	2069				+	51	+	2029			
Sales—Non-Technical Degree	+	99	+	1638				6	432	1768	1575	*	*	*
Sales—Technical/Scientific Degree	+	11	+	2128				+	55	+	2141			
Totals	346	4332						633	14995					

' Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	3	70	$1667	$2111	*	*	*	6	311	$1950	$2048	*	*	*
MBA (Non-Technical Undergraduate)	1	122	1383	2276	*	*	*	1	357	1383	2135	*	*	*
MBA (Technical Undergraduate)	2	21	2125	2341	*	*	*	10	78	2510	2447	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	10	+	2600				2	52	2600	2271	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	4	+	2266				+	16	+	2314			
Administration (incl. Public, Hospital, etc.)	+	3	+	2357				+	17	+	2280			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	6	+	1683				+	29	+	1519			
Social Sciences	+	13	+	2015				1	50	1458	1713	*	*	*
ENGINEERING														
Chemical	6	29	2683	2635	*	*	*	6	63	2683	2541	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	2	12	2600	2486	*	*	*	3	92	2504	2343	*	*	*
Electrical (incl. Computer Engrg.)	35	111	2769	2746	$2983	$2783	$2460	104	363	2784	2716	$3000	$2783	$2525
Industrial	+	9	+	2689				8	34	2408	2420	*	*	*
Mechanical	4	62	2658	2630	*	*	*	17	181	2756	2569	*	*	*
Nuclear (incl. Engrg. Physics)	3	3	2386	2386	*	*	*	4	12	2465	2561	*	*	*
SCIENCES														
Chemistry	+	1	+	2333				+	10	+	1930			
Computer Science	6	35	2919	2637	*	*	*	10	152	2800	2493	*	*	*
Geology & Related Geological Sciences	+	16	+	2705				+	71	+	2578			
Mathematics	+	5	+	2282				+	12	+	2443			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	1	1	2666	2666	*	*	*	8	17	2635	2568	*	*	*
Totals	63	533						180	1917					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	1	28	$1917	$2498	*	*	*	6	65	$2230	$2424	*	*	*
MBA - Tech Undergraduate	+	4	+	3042				+	12	+	2667			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	29	+	2759				+	54	+	2639			
MBA - Tech Undergraduate	+	8	+	3092				+	11	+	2968			
Over 4 years														
MBA - Non-Tech Undergraduate	+	19	+	2686				+	51	+	2599			
MBA - Tech Undergraduate	+	6	+	2837				+	16	+	2727			
Totals	1	94						6	209					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	2	14	$3630	$3436	*	*	*	4	52	$3550	$3368	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				1	7	3500	2471	*	*	*
Electrical (incl. Computer Engrg.)	1	12	3700	3379	*	*	*	2	37	3730	3390	*	*	*
Mechanical	2	7	3588	3215	*	*	*	3	23	3240	3071	*	*	*
SCIENCES														
Chemistry	1	10	3450	3043	*	*	*	4	63	3263	2882	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	2	+	2709				+	8	+	2583			
Metallurgy (incl. Met. Engrg., Materials Engrg / Science, & Ceramics)	3	3	3406	3406	*	*	*	3	15	3406	3168	*	*	*
Physics	+	4	+	2752				1	20	3500	3019	*	*	*
Totals	9	52						18	225					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO.MECH-EQPT	BLDG MATERIAL
ACCOUNTING	1631 76 1783 1500		1667 1	1700 2		
BUSINESS - GENERAL		1467 2	1500 1	1983 2		
MARKETING/DISTRIBUTN			1364 2			
HUMANITIES		1292 1		2367 1		
ECONOMICS		1667 1				
OTHR SOCIAL SCIENCES			1452 1			

1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG	AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL						2261	3				
CHEMICAL											
CIVIL -CNSTR/SAN/TRP										1867	2
ELECTRICAL -COMPTR						2387 2516 2250	65				
GEOLOGICAL											
INDUSTRIAL	2167	2									
MECHANICAL			1798	1		2270 2450 2080	32			2250	2
METALLURGICAL						2318	2				
MINING											
NUCLEAR -ENGRG PHYS											
PETROLEUM -NATL GAS											
ENGINEERING TECH						2200	1				

1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2188	2	2063	2			2278	11				
HEALTH (MED) PROFSNS												
MATHEMATICS							2333	1				
OTHR PHYSCL/EARTH SCI												

1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
ACCOUNTING		1668 1			1834 1	
BUSINESS - GENERAL						
MARKETING/DISTRIBUTN						
HUMANITIES	1208 1					
ECONOMICS						
OTHR SOCIAL SCIENCES						

FEBRUARY 1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2421 2450 2360	24	2441	1			2460	5			2500	2
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2403	5	2427	16			2216	1			2387	1
GEOLOGICAL												
INDUSTRIAL												
MECHANICAL	2423	16	2305	14	2425	1	2292	3	2186	3	2361	4
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH			2208	1			2347	6				

FEBRUARY 1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2169	3									2041	1
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SCI												

FEBRUARY 1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING	/ / /	/ / /	/ 1700 1 / / /	/ / /	/ / /	/ / /
BUSINESS - GENERAL	/ / /	/ / /	/ / /	/ / /	/ 1333 1 / / /	/ / /
MARKETING/DISTRIBUTN	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
HUMANITIES	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ECONOMICS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
OTHR SOCIAL SCIENCES	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

FEBRUARY 1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AERONAUTICAL						
CHEMICAL		2465 1	2290 2			
CIVIL -CNSTR/SAN/TRP			2150 1			
ELECTRICAL -COMPTR	2314 3			1967 2		
GEOLOGICAL						
INDUSTRIAL						
MECHANICAL	2160 2		2400 1	1870 2		
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH				1931 1		

FEBRUARY 1985 ECPO INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC		GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURL SCIENCES							
BIOLOGICAL SCIENCES							
CHEMISTRY							
COMPUTER SCIENCE			2386	3			
HEALTH (MED) PROFSNS							
MATHEMATICS							
OTHR PHYSCL/EARTH SCI							

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	1583	1					
MBA - TECHNICAL	2125	2					

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL						
MBA - TECHNICAL						

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL						